From:	Dror Sal'ee <dror@guardicore.com>
To:	ehud barak <ehbarak1@gmail.com>
CC:	Pavel Gurvich <pavel@guardicore.com>
Date:	Wed, 5/21/2014 6:57:55 PM
Subject:	RE: Verizon

Ehud,

See attached a 1-pager. I suggest sharing also the link to the HP movie with the disclaimer that it represents only a small part of our solution, which we allowed HP to expose.

Dror

From: Pavel Gurvich [mailto:pavel@guardicore.com]
Sent: Wednesday, May 21, 2014 12:30 AM
To: ehud barak
Cc: Dror Sal'ee
Subject: Re: Verizon

Ehud,
We will send you an up to date one pager tomorrow.
We are very interested in meeting him and/or his people.

Thanks,
Pavel

On Tue, May 20, 2014 at 11:32 AM, ehud barak <ehbarak1@gmail.com> wrote:

> Pavel
> Lowell McAdam, Verizon CEO is visiting IL early June.
> If we are interested in meeting him/ his tech people pl send me updated one pager re GC.
> Asap. I'll contact him to arrange a meeting. Hope it'll work.
> Best
> EB
>
> Sent from my iPhone
>
> On Apr 26, 2014, at 20:43, Pavel Gurvich <pavel@guardicore.com> wrote:
>
> > Gentlemen,
> >
> > I wanted to update on some developments at Guardicore:
> >
> > - Had a good exhibition with HP at Interop at Vegas. Some links to marketing material - Youtube Clip, Blog Post, Brief. Working very hard to make it to their App Store launch date (5 weeks from now).
> > - Aiming to install our first Beta with at the Dutch company. Time-table depends on our efforts with HP.
> > - Finalizing an evaluation agreement with UBS. Hope to get it signed on the first week of May when Dror will be at NYC. Have a few more potential Beta customers that we work on (know some-one in an Israeli company called Liveperson?)

- Starting to work on building an advisory board. Right now working on bringing in the former CTO of JP Morgan. Have more in the queue.
- As agreed, we have started talking to a few Tier-1 VCs. All (Battery, Bessemer, Lightspeed and Accel Partners) are interested. We are asking for $30M valuation. Still negotiating to see what's the best deal we can get at this stage. If we get a term sheet in this ball-park ill let you know so we can discuss and consider our options.

Hope we can use the trip to Seattle to catch up in person!

Thanks,
Pavel.

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Pavel Gurvich,
CEO,
Guardicore

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Pavel Gurvich,
CEO,
Guardicore

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